

STATE OF WASHINGTON



OFFICE OF
INSURANCE COMMISSIONER

In the Matter of

Richard F. Grant,

Non-Resident Licensee

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) No. D 06 - 80
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ORDER REVOKING LICENSE

To: Richard F. Grant
8490 South Power Rd. Suite 105206
Gilbert, AZ 85297

IT IS ORDERED AND YOU ARE HEREBY NOTIFIED that your license is **REVOKED**, effective February 26, 2006, pursuant to RCW 48.17.530(1)(b), (e), (h) and (3); and 48.17.540(2).

THIS ORDER IS BASED ON THE FOLLOWING:

1. Richard F. Grant was licensed to sell life and disability insurance in Washington from March 22, 1995 until February 6, 2005, as a resident agent. On February 22, 2005, he was licensed as a non-resident agent.
2. Sometime prior to April, 2005, Richard F. Grant spoke with two Washington consumers by telephone from his office in Arizona, regarding their desire for assistance with their retirement accounts. Mr. Grant agreed to meet with the consumers at their home in Washington as he was going to be in the state. Mr. Grant then met with them in Washington to discuss annuity products. The products discussed included Allianz annuities. The consumers decided to purchase Allianz annuities. Mr. Grant gave them an Allianz brochure and told them he would get back to them with paperwork and forms.
3. Mr. Grant then returned to his office, where he learned that the Allianz product was not approved in Washington. He confirmed that with Allianz.
4. The consumers signed applications for the annuities in Washington. The date (April 11, 2005) and "signed at" sections are completed in handwriting that appears markedly different from the signatures. The consumers indicate that they did not fill out these sections. The "signed at" sections of the applications falsely indicate that the applications were signed in Gilbert, AZ.
5. Mr. Grant knowingly submitted the applications with these misrepresentations to Allianz.

ORDER REVOKING LICENSE

No. D 06 - 80

Page 2

6. An Allianz annuity was written with a June 6, 2005 issue date for one of the consumers. A second Allianz annuity was written with a July 1, 2005 issue date for the other consumer. Both contracts have ten years of surrender penalties.
7. When the consumers received copies of the annuity contracts, they returned the contracts to Allianz under the 20-day free look provision. They enclosed a letter outlining their concerns about the transaction. A copy of this letter was sent to the Washington State Office of the Insurance Commissioner.
8. The Allianz annuities were cancelled and the premiums returned to the originator of the funds.
9. The licensee violated the following regulations and provisions of the insurance code:
 - a.) By engaging in unfair or deceptive acts or practices in the conduct of business, the licensee violated RCW 48.30.010.
 - b.) By making, publishing, and disseminating false, deceptive and misleading representations in the conduct of the business of insurance, the licensee violated RCW 48.30.040.
 - c.) By making, issuing and circulating misrepresentations of the terms of insurance policies, the licensee violated RCW 48.30.090.
 - d.) By making false or misleading statements or impersonations in or relative to applications for insurance, the licensee violated RCW 48.30.210.

By reason of his conduct, and his violations of the Insurance Code, Richard F. Grant has shown himself to be, and is so deemed by the commissioner, untrustworthy and a source of injury and loss to the public and not qualified to be an insurance agent in the State of Washington. Accordingly, Richard F. Grant's license is revoked pursuant to RCW 48.17.530 and RCW 48.17.540(2).

IT IS FURTHER ORDERED that Richard F. Grant return his insurance agent's license certificate to the Commissioner on or before the effective date of the revocation of that license, as required by RCW 48.17.530(4).

NOTICE CONCERNING YOUR RIGHT TO A HEARING. Please note that a detailed summary of your right to contest this Order is attached. Briefly, if you are aggrieved by this Order, RCW 48.04.010 permits you to demand a hearing. Pursuant to that statute and others: You must demand a hearing, in writing, within 90 days after the date of this Order, which is the day it was mailed to you, or you will waive your right to a hearing. Your demand for a hearing must specify briefly the reasons why you think this Order should be changed. If your demand for a hearing is received by the Commissioner before the effective date of the revocation, then the revocation will be stayed (postponed) pending the hearing, pursuant to RCW 48.04.020. Upon receipt of

ORDER REVOKING LICENSE

No. D 06 - 80

Page 3

your demand for hearing, you will be contacted by an assistant of the Chief Hearing Officer to schedule a teleconference with you and the Insurance Commissioner's Office to discuss the hearing and the procedures to be followed.

Please send any demand for hearing to Insurance Commissioner, attention John Hamje, Deputy Insurance Commissioner, Office of the Insurance Commissioner, P.O. Box 40257, Olympia, WA 98504-0257.

ENTERED AT TUMWATER, WASHINGTON, this 6th day of February, 2006.

MIKE KREIDLER
Insurance Commissioner

By

JOHN F. HAMJE
Deputy Insurance Commissioner
Consumer Protection Division

Investigator: Tom Talarico

DECLARATION OF MAILING

I certify under penalty of perjury under the laws of the State of Washington that on the date listed below, I mailed or caused delivery of a true copy of this document to ***Richard F. Grant***.

Dated: February 6, 2006
At Tumwater, Washington

Victoria Meyer